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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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March 3, 1879. Subscription price, \$5.00 a year.

VOL. XCVI.

NEW YORK, AUGUST 16, 1919

No. 7

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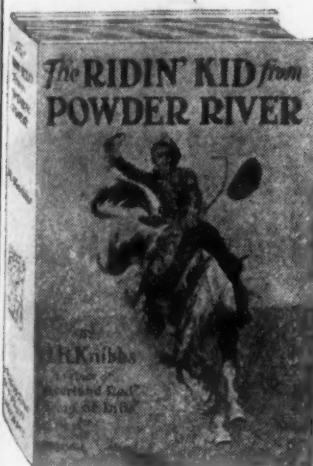
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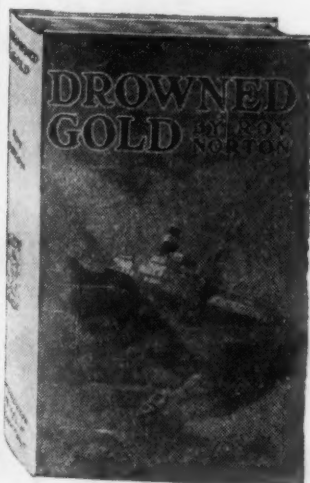
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We can say unequivocally that his revelations will startle the world. It is not a defence, or justification, of the German crimes. It is a frank confession in detail of the most colossal failure of might against right in the world's history. Ludendorff admits that from 1916 on the German cause seemed hopeless and lays bare the impotence and weaknesses of both the German armies and the imperial statesmen.

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GIVES DETAILS of the serious troubles between German statesmen and the High Command on the one side and those of Austria, Bulgaria and Turkey on the other.

REFERS AGAIN AND AGAIN in terms of scathing bitterness to the inefficiency and lack of co-operation of the Imperial Government.

ADMITS REPEATEDLY the weakness of German statesmen, and lauds the abilities of Lloyd George, Clemenceau and Wilson.

SHOWS that the Crown Prince was for peace without any gains for Germany as early as 1916.

TELLS of the unwillingness of those in power to take any responsibility for unrestricted U-boat warfare and divulges who actually gave the order at last.

ADMITS that the Allied propaganda against Germany throughout the world was eminently successful in contrast to the complete failure of the German propaganda.

To be published in October.

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Est. 1817

From the Front Page of
"THE NEW YORK WORLD"

as it is.

LUDENDORFF'S BOOK IS EAGERLY AWAITED

Intimate Knowledge of Kaiser's Part in War, and Estimate of Allies Expected to Be Set Out.

Copyright, 1919, by The Press Publishing Co.
(The New York World).

(Special Cable Despatch to The World.)

LONDON, July 22.—The approaching publication of Gen. Ludendorff's book on the great war, throughout the main part of which he was the dominating German military figure, is arousing tremendous interest here. For he alone can throw authoritative light on many obscure episodes of the highest importance in judging not only of the German military system at work but of those of the different Allied countries to which he was opposed.

Nobody can speak with more intimate knowledge of the real part played by the former Kaiser both in triumph and adversity and on the relations between the German civil and military power in times of crisis, for Ludendorff virtually became dictator in the most crucial period of his country's fortunes. His estimate of the capabilities of the Allied military leaders as viewed from the enemy's experience of their work and achievements should be highly instructive when allowance is made for the critical hostility of their most formidable antagonist.

Above all, Gen. Ludendorff's book is expected to provoke a storm of controversy on many points; controversy which must be fruitful in startling revelations. In short, Ludendorff is in a position to write the book of the war, and, it is understood, he has done so.

View the City from the
RESTAURANT.
Wednesday, J.

Messrs. Harper & Brothers
announce that they
will publish

LUDENDORFF'S OWN STORY

early in October

This book, the first official statement from a member of the German Great General Staff, is rich in disclosures that will produce wide discussion. It is easily the publishing event of the year. It will be issued in two large volumes with many illustrations.

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To Be Published September 5th

¶ Kenneth Ware, stationed in Paris, is a young American lieutenant of Puritan upbringing. Andree, the girl, is of the wonderful womanhood of France. Life for her has been tragic; it seems that there is no future. Then Kenneth comes along and they fall in love. Can they marry?

¶ What will the deacons of the Presbyterian church back home say to this Parisienne as Ken Ware's wife? What will Ken's stern Puritan mother say. . . Can they be happy—in America?

¶ "One must snatch the little moments—the little moments of happiness!" says Andree. And in her heart she knows that they are only little moments—that they cannot last, that Monsieur Ken will go back . . . to America.

¶ It has a poignant meaning that one cannot forget, that title—

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By CLARENCE BUDINGTON KELLAND

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¶ "Aw go on! Wimmins can't think!"—to quote a juvenile male philosopher.

¶ Roger Bevans was of that same opinion. Women, according to his theory, were born to charm. And so, when he inherited a girls' school, he decided to run it himself on the aforesaid theory. The result is chronicled in

The Charm School

By Alice Duer Miller

which will be published September 5th.

¶ Did Roger Bevans' theory work? Yes, just like—a charm. And, naturally, since Roger himself was very charming and undertook to teach some of the classes, the charm school idea charmed the girls, too.

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Fall Announcements of New Books

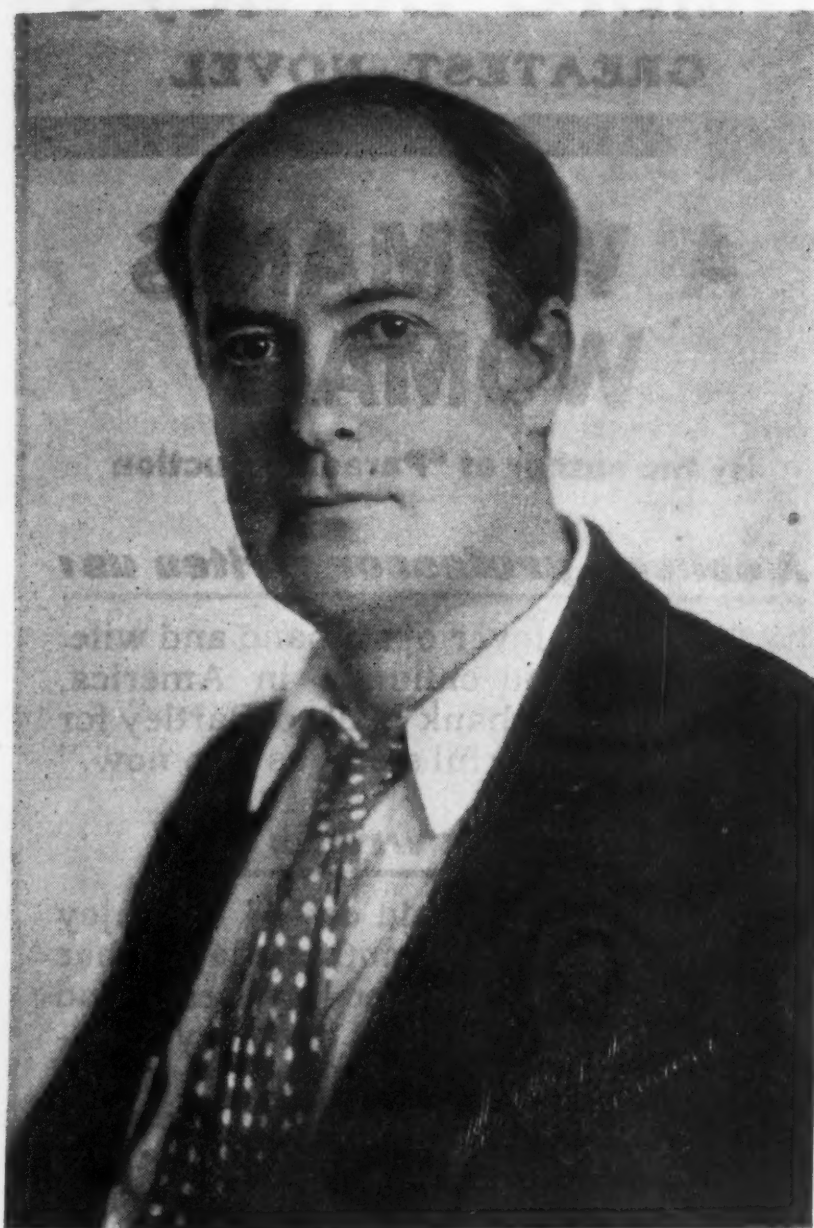
(September 27th)

THE FALL ANNOUNCEMENT Number of the PUBLISHERS' WEEKLY for many years has been the standard trade reference list of new and forthcoming books. It is fully comprehensive in that it gives a careful index by title and author of the prospective output, and it is usefully descriptive by reason of the many advertised announcements, including practically every publishing house of importance in the United States.

As this issue is extensively used thruout the season for reference by all interested in the purchase of new books, its value to publishers is obvious.

Lists for the index and copy for advertisements must reach us not *later than September 10th*, to insure inclusion.

The Publishers' Weekly



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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 16, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Increasing Stock Investments

A RETAIL problem which is brought sharply to the front by the continued advances in the cost of merchandise and one which must be carefully considered by every storekeeper is the problem of supplying increased capital to cover the larger investments needed for showing representative stocks. Two years ago the same problem came home sharply to the stationery departments; great increase in the cost of paper and a tremendous rise in all goods made from metal or from leather sent prices in stationery stores rapidly up, so that a representative stock of staple items could not be carried for less than 50% increase over previous figures. With the scarcity of goods that existed, this increase could not be carried by credit from the manufacturer, but had to be met by finding new capital or by reducing stocks in other lines.

This same situation has slowly but surely arrived in the book business. The bookseller knows that he cannot carry his full or representative stock for the same capital investment as he could three years ago. Staple lines have increased in cost and new books have shown expected increases. If a certain line of books represented a \$500 investment three years ago, the same line represents a \$600 or \$700 investment today. This increased investment must be met out of profits or by new capital, if a store is to be successfully managed.

It is the ability to meet these problems competently that marks a man as a competent merchant. There is a very serious risk to a store's vitality in carrying stocks of too little variety or too small quantities to adequately handle the business. Book buyers expect to go to the store and find a reasonably adequate representation; they may expect to have mail orders sent out for books of unusual character or in special fields, but a successful growing business cannot be done on a hand-to-mouth basis. This is an elementary phase of business management, and yet managers are too

often heard to quote past figures to prove that there is an adequate investment in one branch of the stock or another.

It is important to watch stocks and imperative to get a good turnover, but the stocks that are selling well must be adequately represented if business is to be done, and capital must be found to maintain such stocks if the store is to hold its position.

The Budget System

WHILE the whole country is turning to a discussion of the budget system and progress toward a national adoption of the idea has been made by the adoption in the Senate of a resolution creating a special committee to study the question, with instructions to report a definite plan by December 1st, it is to be hoped that those who see a value and benefit from such a plan will not apply the idea wholly to national affairs.

A budget system in retail business is likely to be just as important in its own sphere. Such a system pre-supposes a thoro system of accounting, in which figures supply the basis for the plans for the months ahead. Can the store put out a special campaign of advertising? This should be based on the possibilities as shown in the budget of providing for such expenditure. Can the store afford a large outlay for new fixtures? The budget should show whether this is possible and over what space of years the expense should be charged. Shall there be a different delivery system, change in wage rates, change in bookkeeping practice, or change to a new location? All of this should be measured by the possibilities shown in the budget, so that the steps could be taken without the feeling that only time could tell whether the move had been practical or not.

The retailing practice is changing and improving, and only those stores can survive who serve the new era and adopt modern methods, and the budget system is not the least important of these practical measures.

WHEN the embargo against the importing of books and printed matter into England was raised, it was interpreted by that government that books with colored pictures should be considered in the same class with lithographs, post cards and pictures, and on these, restrictions still hold. This makes it impossible at present for American publishers who are planning new books with colored plates, to make contracts to ship editions to England.

All these restrictive regulations are intended for the protection of the English printers, who are anxious for some help in getting their business on its feet, and for that reason desire the exclusive home market for a while.

It is to be hoped that the English government will see fit shortly to make a difference between books with colored pages and ordinary colored pictures, as such an interpretation seems hardly to be called for by their official documents and will be a distinct hindrance to the book-trade.

"Cabbages and Kings"

Trade competitors of the United States in Spanish America have received substantial assistance from some American authors who have caricatured and ridiculed Spanish-American people in their books and magazine articles, says Samuel Phillips in *Printer's Ink*. German commercial travelers used to amuse themselves by carrying copies of some of the works of Richard Harding Davis around with them and translating parts of his books which made fun of some of the Spanish-American governments and people.

The extent to which statements of this kind, and books and articles printed in the United States whose tone tends to confirm such an impression, circulate in Spanish America is very much greater than Americans would imagine. One of the reasons why these mischief-making writings circulate so widely is because political and commercial competitors of the United States make a special effort to use these writings, in order to stir up antagonism to American trade and to profit by the fact.

Books for Children

The Bookshelf for Boys and Girls, an illustrated list of the best children's books, will be ready in revised form for October 20th delivery. As heretofore, it will be a 48-page catalog with colored cover and of a weight that can be mailed at one cent rates.

The editors are Miss Clara W. Hunt, of the Brooklyn Public Library, Miss Marian Cutter, of the Bridgeport Public Library, and Franklin K. Mathews, Chief Scout Librarian. The list is sold at 10 cents per copy or in quantities to bookstores and libraries at \$5.00 per 100, \$12 for 250, \$22.50 for 500 and \$40 per 1000.

Directory of English Publishers

There are over one thousand names in the revised *Directory of English Publishers* as printed in the new annual volume of the *English Catalog* just received in this country.

There have been many changes of address and many new firms, and publication societies have sprung up in connection with war and reconstruction activities.

Magazine Families

The transfer of *Collier's Weekly* to the Crowell Publishing Company of New York, which is now the publisher of *The American Magazine*, *Woman's Home Companion* and *Farm and Fireside*, calls new attention to the recent tendency toward group management brought about by the difficulties of magazine finance, the advantages in the utilization of material and ideas as well as the economies in printing arrangement.

Among the various magazine families the Street and Smith Company, New York, heads the list with eight magazines, as follows, to its credit:

Ainslee's Magazine, *Detective Story Magazine*, *People's Magazine*, *Popular Magazine*, *Smith's Magazine*, *The Thrill Book*, *Top-Notch Magazine*, *Picture Play Magazine*.

The Butterick Publishing Company, New York, has seven:

Everybody's Magazine, *The Delinctor*, *Romance*, *Adventure*, *The Home Sector*, *The Designer*, *The Woman's Magazine*.

William R. Hearst has at least six, without including in the list his newspapers, with their weekly supplements:

Cosmopolitan, *Hearst's Magazine*, *Good Housekeeping*, *Motor Magazine*, *Motor Boating*, *Harper's Bazaar*.

Other families well worth noting are the following:

Condé Nast Company, New York, with *Vanity Fair*, *House and Garden*, *Le Costume Royale*, *Vogue*.

The Curtis Publishing Company, Philadelphia, with *Ladies' Home Journal*, *Saturday Evening Post*, *The Country Gentleman*.

The Atlantic Monthly Company, with *Atlantic Monthly*, *Littell's Living Age*, *House Beautiful*.

Doubleday, Page & Company, Garden City, with *Country Life*, *Short Stories*, *World's Work*.

The Frank A. Munsey Co., New York, with *The Argosy*, *Munsey's Magazine*, *All Story Weekly*.

Warner Publications, New York, with *The Parisienne*, *Smart Set*, *Saucy Stories*, *Field and Stream*.

The Story Press Corporation, Chicago, with *Blue Book*, *Red Book*, *Green Book*.

Leslie-Judge Company, New York, with *Judge* and *Leslie's Weekly*.

Authors vs. Furniture

Richardson Wright, editor of *House and Garden*, writes in *The Bookman* for August an article, "Literary Furniture," which gives full directions how to know authors from furniture.

"Most furniture is made to sit on. It is quite difficult to sit on an author. A few brave souls have tried it, and invariably they came off worsted. Therefore, when you enter a room, look around for what appears to be a chair. If you can sit on it, then it is a chair. If not, it is likely to be an author."

PROLONGING THE LIFE OF A BUSINESS DOLLAR

Rapidity of Turnover As a Factor In Lessening Expense

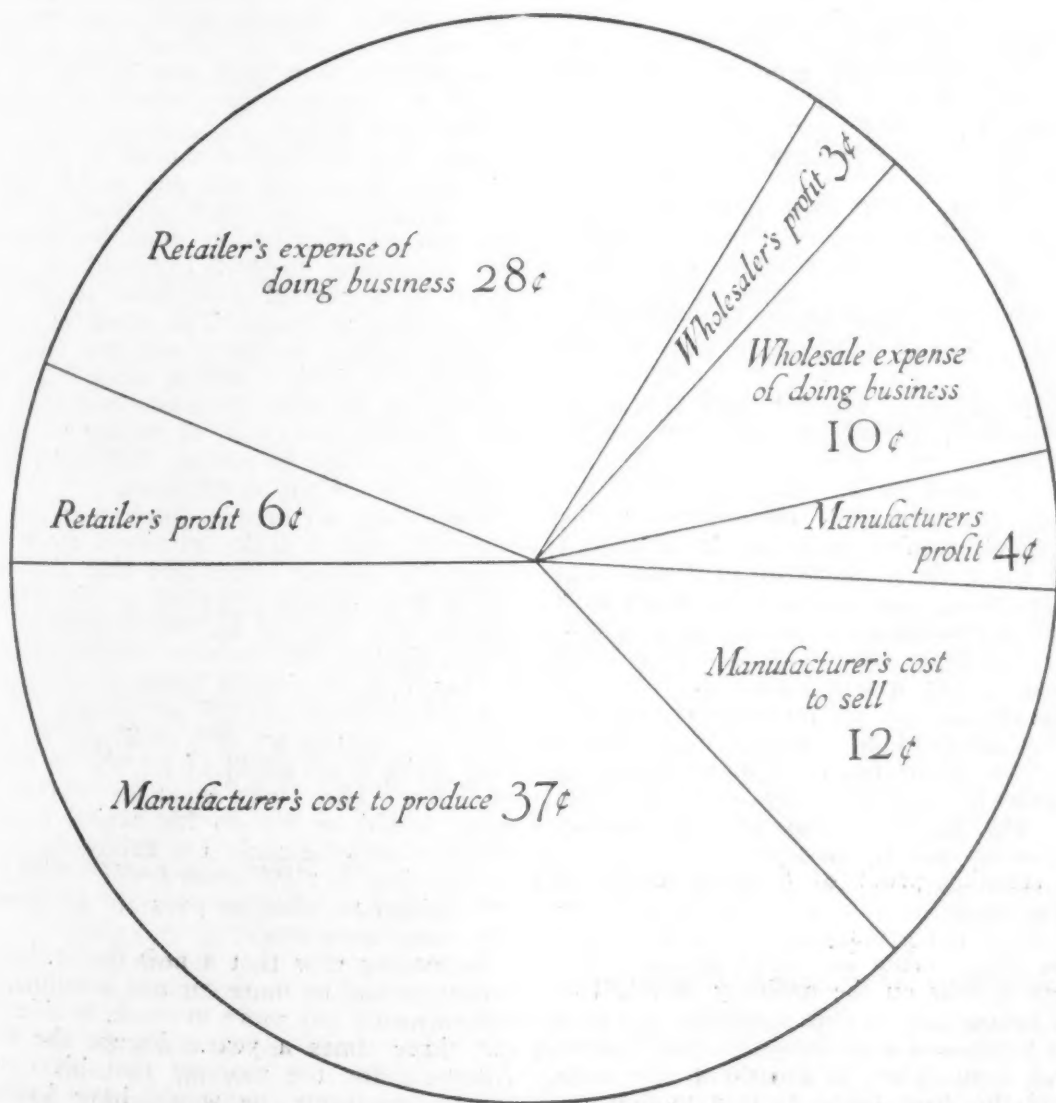
Unsettled trade conditions, coupled with the present high cost of conducting business, have led to a rapid increase in the problems of store management and a consequent careful study of all phases of business enterprise. Economists, would-be-financiers, and practical business men attack buying and selling problems first from one angle and then from another, and, while their ultimate solutions may differ, one and all are unanimous in holding to the opinion that the present cost of distributing goods is far too great.

A recent survey written by William H. Ingersoll for the *National Civic Federation Review* throws interesting light on the general subject of distribution and treats of the whole matter so logically and convincingly that it merits careful consideration by all dealers who are trying to reconcile present high costs with effective returns on money invested.

Stating that there are three and only three possible ways of saving on distributing costs—either (a) by eliminating useless labor; (b) by eliminating unreasonable or unearned profit; or (c) by increasing the efficiency of the distributors, Mr. Ingersoll proceeds to take up each possibility, and in doing so lays bare some of the conditions attending each.

For example in discussing labor saving, with its kindred topic, lower operating expense, the subject of the large business versus the small one, comes up for comment. It is commonly supposed that large businesses operate more economically than small ones and there is a popular impression therefore that the large department stores, the chain stores, the mail order houses, and the great co-operative enterprises of Europe make savings which they can pass on to customers or that they work on a smaller margin of profit and give better values.

As to operating costs, in point of fact it is



WHERE THE CONSUMER'S DOLLAR GOES SHOWN BY AN INQUIRY FOLLOWING THROUGH TO THE CONSUMER THE PRODUCTS OF 40 MANUFACTURERS

found that the large stores are under greater proportionate expense than the small ones. In distribution we deal not with metals and machinery, but with the variable quantity of human nature—and small neighborhood stores, knowing intimately the local needs and peculiarities, can select suitable goods with greater precision, get into closer touch with the consumer and make sales with less expenditure for advertising, delivery systems, etc., than can the large store. The retailer in the small shop buys closer according to the local preferences, carries smaller stock and therefore suffers less from left-over and mark-down merchandise. He develops into something of a specialist since he can devote himself closely to one line of business, instead of striving to master many with the help of employees as does the department store owner; in addition he has not the "overhead" expense of a co-ordinating organization to keep stock of many departments, as has his larger competitors. Statistics from Walter Sammons' book "Keeping Up with the Rising Costs" show that the percentage of operating expenses in proportion to business done is higher in the large department store than in any other retail store, save only the jewelry store dealing in luxuries.

From the foregoing, one may conclude that bigness does not mean economy and that neither in the attempt to eliminate labor or to perform it at lower operating expenses do the large distributing institutions achieve the best results.

A consideration of mail order expenses and of conditions as they exist in co-operative stores, brings one to the conclusion that they accomplish no more in economy of operating expense than do other efforts at eliminating the middleman and doing away with useless labor.

A consideration of whether there is a prospect of saving unearned or exorbitant profits, leads naturally to a study of facts and figures as revealed in the diagram which accompanies this article. This represents the results of an inquiry made in the early part of 1916 when the products of 40 typical factories producing foods, drugs, hardware supplies, housefurnishings, clothing, notions, etc., were traced from maker to user thru large and small stores widely scattered. The figures are, for all practical purposes, equally applicable to the book business. The consumer's dollar thus dissected reveals unreasonably heavy expenses in distribution, but the profits of the middlemen are not an unreasonably heavy burden for the consumer.

The retailing profit of 6 cents remaining after the operating expense of 28 cents is deducted from the gross profit of 34 cents out of each dollar taken in, would pay a return of \$1,800 a year on the ordinary store's volume of \$30,000 sales. This is slightly less than \$35 per week, and considering a usual investment of from \$5,000 to \$10,000 in the business and the risks taken, it is a modest reward for the services to the community and with interest on investment subtracted

amounts really to less than \$30 per week, which is less than the skilled laborer frequently receives for shorter hours, less anxiety and without risking his own money in the enterprise.

For purposes of simplification in the diagram, fractions of cents were discarded and the nearest whole number taken. Thus the wholesaler's profit shown as 3 cents really figured to be only a trifle over $2\frac{1}{2}$ cents. But taking it at 3 cents and adding the retailer's 6 cents, we have the total profit of those two middlemen as 9 cents out of the consumer's dollar.

The most then that any scheme of saving middlemen's profits could hope to attain would be to save a *part* of this 9 cents. Interest on investment and salaries of managers in place of the proprietor's profits would necessarily reduce the amount that could be saved. Only a narrow saving could possibly be looked for.

But in order to hope for *any* saving, it would be necessary to conduct the distributing operations as expertly as they are now performed and without increase of operating expenses. If the ambition contemplated benefits to any large proportion of the people, it would require that the present proprietors be induced to work for others for a smaller remuneration than they now receive as owners or to supply a new school of managers to take their places.

Since the middleman cannot be eliminated, and high prices are not due to his extravagant profits, some other method to curtail the cost of distribution must be discovered and, according to Mr. Ingersoll, it can be found by a careful, reasonable study of the things close at hand. The secret is to make slothful dollars in idle stocks get busy, start rolling and yield a return, since high prices are due in the main to waste and inefficiency not to graft or greed. A saving of expense could be realized by greater skill and efficiency on the part of the distributors.

Supposing, for simple illustration, says Mr. Ingersoll, that a dealer carries a stock worth \$30,000 at selling prices and that this allows him a gross profit of $33\frac{1}{3}\%$ of his sales, thus making the cost of his stock \$20,000. Supposing further that he sells out his stock once a year, i. e., he does a business of \$30,000 at a gross profit of $33\frac{1}{3}\%$ or \$10,000. Assume that his expenses are 28% or \$8,400. He would then make a net profit of $5\frac{1}{3}\%$ on his sales or \$1,600. This based upon his investment in stock would be 8% on his capital employed. On this basis he could not safely do business on less than $33\frac{1}{3}\%$ gross profit, which means 50% added to what he pays for his goods as the consumer's price.

Supposing now that a new dealer buys out this store and by more capable handling, without investing any more in stock, is able to sell out three times a year. Figure the results. Allowing for the moment that his expenses remain the same, he would have \$90,000 of sales at $33\frac{1}{3}\%$ gross profit or \$30,000 and his net profit would be \$4,800 or 24% on his cap-

ital invested. Again, if he could sell out 6 times a year on the same investment in stock, he would net 48% on capital invested. On this basis even tho his selling expense remained at 28%, he could somewhat reduce his prices to consumers with safety.

But let us see if his expense percentage reasonably need remain at 28%. If we analyze his expenses, we find that they fall into two classes, one depending upon the length of time his goods remain in stock and the other depending upon the labor expense of handling and selling. The first then relates to the rate of selling out—in trade parlance called "turn over." It applies to such items as rent. The longer the goods remain in stock, the longer the dealer must charge them with rent expense for shelf-room. The second relates to the amount of goods handled irrespective of the time occupied in the process, tho there need not be a direct variation of labor expense in proportion to volume. It applies to such items as advertising and wages paid to clerks.

Taking the one turnover a year if we examine the dealer's expenses they would be found to be somewhat like this:

ONE TURNOVER	
Time Expenses:	
Rent	6
Interest	6
Heat, light and insurance, etc.....	2 14
Labor Expenses:	
Buying and traveling	1
Clerk hire	8
Advertising	2
Expressage, delivery and supplies.....	1
Breakage, loss, obsolescence, miscellaneous	2 14
	28

Suppose now, that we see what results from speeding up the turnover so that the same store with the same stock investment sells out 6 times instead of once. Its time expenses amounting to half its total expense are immediately divided by six. As long as the stock is held down there will be no more rent or other "time" expenses, so that an operating charge of 14% is at once reduced to 2 1/3%.

As to labor expenses, the amounts will surely increase with more goods to be handled, but the percentages should not increase, but on the other hand should tend to show a reduction.

The largest factor in the high expense percentage of operating stores is the slow turnover of stock; fixed expenses have to be charged against too small a volume of business. Quick turn-over invariably means lower expense, and the trouble of today lies in the all-too prevalent assumption that distribution can look after itself—that anybody can be an acceptable storekeeper, and that the law of supply and demand takes care of itself. The modern business man too often ignores his own training, counting on extraneous matters, rather than immediate essentials to bring him success.

To get faster turn-overs he must do his buying more exactly in accordance with the

needs of his market and must not stock up for periods too long in advance. He must keep accurate records of past requirements and sales, must know his market and to this end must carry on more or less continuous research into the conditions and needs of his community.

The average merchant of today keeps only the most rudimentary reports and knows little or nothing of research or how to conduct it. He needs a technical training in his special line. While general recognition of this fact is only now coming to the attention of the public, the dealer himself must bear it constantly in mind, doing all that he can to further such preparation for business, and remembering always that if goods cost less thru true savings in store operation, there will be purchasing power to absorb more of them. More goods will be sold and more therefore will be produced. Employment and earnings will be greater and also will buy more per dollar.

English Book-Trade Sensitive to American Export

War conditions brought inevitable changes in the conditions of trade. The American book-trade has, perhaps, not realized how heavy the hand of war has been laid on the English houses,—the stripping of the offices, the shortage of labor in the printing houses and binderies and the stringent paper restrictions. The men are returning, the paper prices have somewhat adjusted themselves, but there is much readjustment still to be made.

The low rate on pounds sterling is one barrier against much importing from this country. It takes about \$1.12 of the English money to pay for every \$1 on a New York invoice. There is also the barrier against the importation of books in colored plates, which are classed for this purpose with pictures and post cards.

Another barrier against extensive exporting of books to England is the natural reluctance of the English book-trade at seeing a current of books start in that direction with the natural result that England would be consuming books that were manufactured elsewhere.

Quite recently a New York firm solicited orders for book manufacturing from English publishers believing that conditions were such that this arrangement might be advantageous. The *Publishers' Circular* of London had this effort called to their attention and has commented as follows:

"We do not think any of our publishers are likely to accept the offer, in spite of the heavy cost of printing and binding in this country. In any case, the Publishers' Association and the Associated Booksellers are capable of handling this phase of Yankee enterprise."

ROBERT CORTES HOLLIDAY, who says that only an amateur writes one book at a time, will have two books of essays ready for fall publication by George H. Doran Co.

By Their Bookstores Ye Shall Know Them

"Book stores are the intellectual barometers of our cities," says Mr. Guidi Bruno, writing for *Pearson's Magazine*. "Show me where people buy their books and I will tell you what sort of life they lead. Book stores always were and are mirrors of the habits and intellectual preferences of men and women."

"The private library has ceased to be the pride of the home. Homes have given way to apartments and flats with only little space to spare for book shelves. The garage has taken the place of the library. We see our friends in hotels and clubs, we spend our evenings only rarely at home. Our age of electricity and rapid transportation facilities does not permit us to acquire the placid habits of book collectors and of book lovers. Sure enough we read books, because we want to know what their authors have to say. But the author remains a stranger to us, the book once read is done with forever. We speak about automobiles, we look forward to owning a machine, we are building garages with the same enthusiasm that our fathers used to expend on their libraries and their books."

"New York is different. But New York is not an American city. It's so near to Europe and its population so distinctly foreign that the change of the last 50 years is hardly noticeable yet in its book shops. Detroit, the old French settlement, which only ten years ago was a tenth of its present size, has no second hand book shops at all. The Detroit book dealers mete out light summer fiction which fits into people's lunch baskets in the summer and sentimental Christmas carols in the winter. Technical books, automobile literature are their specialties. This is only natural. Ninety per cent. of the people are building motor cars in order to make a living; they are the buyers of the technical books. The minority live in order to buy cars and make motor trips, and therefore they need light fiction."

"The character of Albany is most truthfully portrayed in its book stores. Our legislators have so much time on their hands that they actually read historical books, books about Dutch New York, about the Wars of the Revolution, law books, old state records. It is considered good form to collect a historical library after being elected to office and residing in Albany. But curiously enough in these same serious book stores loads of that sort of fiction can be found which Mr. Sumner and all the other smut-hounds of the Vice Society are eternally trying to banish from earth. Philadelphia, of course, specializes in Quaker literature; Buffalo, infected by the spirit of near East Aurora, is swamped with the things Elbert Hubbard used to love. Chicago discloses the peculiar love for art, literature and philosophy that its great percentage of German workmen brought over from their fatherland and left as inheritance to the second and third generation. It is almost incredible, yet true, that laborers, com-

ing home from work in the stock yards, stop at the book stalls and buy an odd volume of Kant, or Heine's "Ballads and Poems." Chicago always had the finest German books in the country.

"San Francisco has a touch of the East. Books on mysticism have the honor place. Curious books of all kinds are bought eagerly. Indeed, the book stores here tell you the story of California's strange cults, of its mystics, its prophets and its thousand and one seekers after the hidden truths of the universe."

The Sign In the Window

Even a cursory glance at the shop windows of today leads one to believe that stores are more and more resorting to the use of printed matter in dressing their windows. Undoubtedly this is the inevitable result of the advertising age in which we live. It is necessary to call attention to particular items on display and to attract the interest of the fickle buying public, and to do this photographs, signs and well-worded sales arguments are employed in an ever-increasing degree.

In commenting on this phase of modern advertising as related to business enterprise, *Printers' Ink* in a recent issue called it both logical and inevitable for certain definite reasons. First, printed matter drives home a big sales reason in a few pithy words. It does this in a convincing, dignified way without any chance of a comeback on the part of the possible customer. You can't argue with a printed sign. It's just there. It says a certain thing and you can accept it or leave it. There's no chance for an argument.

Printed matter has no equal for creating a favorable opinion in the minds of possible customers regarding a certain product. After this favorable impression has been made and the customer has been brought into the store, it is up to the salesman to clinch the sale. This saves the time that would otherwise be consumed by the salesman in making the favorable impression—which is work that should be done by a proper display of the goods in the store windows and by a hooking-up of these displays with the right sort of sales-creating printed matter. Second, it makes window displays more interesting.

Third, and most important of all, it helps sales or else the United Cigar Stores, the Liggett drug stores and other firms would not be using it so extensively. While it is unlikely that department stores or exclusive shops will ever have window displays crowded with printed cards, still a wider use of dignified printed matter in keeping with the standard of the individual store is quite certain to have continued and increasing vogue. By employing it, stores are simply following up the thing they have started thru newspaper advertising and in thus linking their window display with their main advertising campaign they are reaching the highest point of efficiency.

DISPOSITION OF BOOKS IN LIBRARY WAR SERVICE OVERSEAS

For some months past there has been considerable speculation as to what final disposition would be made of the millions of books in use by the Library War Service overseas. Now there comes from the American Library Association a definite statement showing the arrangements which have been completed for the disposition of these books as well as the proposed plan for disposing of the books used in the various branches of service on this side. The report follows:

At a recent meeting of the War Service Committee of the American Library Association a definite decision was reached as to the ultimate disposition of books now overseas and in camps and hospitals here, and formal authorization given of the gift of a reasonable number of books to French and Belgian educational and civic institutions, to American schools and colleges in other countries, such beneficiaries to be determined by the War Service Committee, and also the gift of a certain number of books to the municipality of Beaune, to the American University Union, the Sorbonne, the library of the University of Louvain, the International Institute of Bibliography at Brussels (for the Bureau of International Intercourse), Robert College in Constantinople, and other cognate institutions in Europe which the Association may deem it appropriate to assist; provided that the total of gifts does not exceed 75,000 volumes.

All books and library equipment remaining after the American Library Association has completed its service to the soldiers and sailors of the World War are to be placed at the disposal of the War and Navy Departments for the continuance of library service to the American military and naval peace establishments. Books remaining after the army and navy needs have been met will be offered to other Federal institutions, such as prisons, coast guards, lighthouses, and to the U. S. Merchant Marine.

Should there be books remaining after the foregoing disposition, they will be distributed as follows: First, to State Library commissions, leading libraries, the State Library if possible, the State Federation of Women's Clubs, and the State Department of Education, and to be given by these designated institutions in their discretion to libraries, schools and colleges, state charitable and penal institutions, and to traveling library systems.

All of these books are to be gifts, not sales; and some return will be required as to responsibility.

In the matter of buildings constructed by the Library War Service, the General Director was authorized and empowered to dispose of library buildings by gift to proper responsible auspices for library purposes only, or at private sale, by salvage on the initiative of the American Library Association and any joint salvage with some or all of the seven

organizations who comprise the Commission on Training Camp Activities.

All the foregoing is to be subject to rulings of the War and Navy Departments.

There are now in operation thirty-two library buildings, thirty-five large camp libraries, and two hundred and thirty-seven hospitals and Red Cross houses which are supplied with books from the Library War Service.

In addition, 651 military camps and posts, including 55 aviation fields, schools and repair depots, 280 naval and 65 marine stations, and 1206 vessels are equipped with A. L. A. books and magazines. There are 998 branches and stations placed in Y. M. C. A. and K. of C. huts, barracks and mess halls, and a total of 2,561,860 books have been shipped overseas. Of these 1,086,687 were purchased from the United War Work Fund. There are at present 5,402,009 books given by the people for the use of men in service in the various war libraries of the American Library Association.

In the plans of the publicity headquarters of the American Library Association for a greater use of the country's book and library facilities for vocational study there has been worked out a very pertinent slogan which is being widely used on posters and lists: "Every hour spent in studying books on your trade or profession brings your opportunity one hour nearer."

The publishers of books in this field have also been asked to make use of the phrase.

Libraries and Collectors

The annual report of the Boston Public Library makes moan regarding the purchases of books for the year, that "the proportion from auctions has been smaller than usual owing to the growing inability of the library to compete with collectors." The statement is significant, says the *Boston Transcript* in commenting on the report, not only as indicating the increasing number of book collectors in this country, but as showing that libraries must depend more and more in the future upon gifts and bequests for securing the precious volumes which are so widely sought and of which there are not enough copies to go around. Nor can a library be blamed for restricting its purchases in the competition of the auction room. For the private collector buys with a view to the future, and knows that the really rare book will become rarer and more valuable with the passage of the years, and that when his library is possibly sold by his heirs it will constitute no inconsiderable asset. The public library, on the other hand, is compelled to buy without a thought of resale, and cannot reap the benefit of investment. So the collector has the best of it.

PUBLISHING NEWS FROM THE FOREIGN BOOK FIELD

Conditions In the English Book-Selling Trade

Wages in the English bookbinding trade have been advanced, and, after conferences, the following terms have been agreed to for London, according to the *British and Colonial Printer*. Where the minimum wage to adult male members of the National Union of Bookbinders has been 68s. 6d. or 70s. it shall be raised to 75s., but in all cases an increase of 5s. is to be paid on existing wages of 70s. and upwards. Women (over 18) and male juniors, a wage advance of 3s. (making the minimum rate for qualified women 42s.). Overtime rates are to be the subject of a later conference.

Wages in the bookbinding trade are rising in Canada as well, and the master printers of Toronto have signed an agreement with the Brotherhood of Bookbinders for a new wage scale covering two years. For the first year the new wage will be \$30 a week, and for the second year \$31 a week. The hours are to be 48 hours a week. The new scale is an advance of \$7 a week, and \$8 for the second year.

Market conditions in regard to binders' materials have not improved much. Leathers have advanced slightly in price altho available supplies are greater. The competition for pelts and hides is said to be very keen and prices are forced upward as a result. America is taking a huge quantity of skins and English bootmakers are also very much in evidence at the sales. Within a very short time trade with Germany will be resumed and it is safe to predict that the business done with that country will have its effect on prices in the home market. At the present time roller basils are on offer at from 50s. to 70s. per doz. according to grade. Colored basils are quoted from 1s. 2d. to 1s. 4d. per sq. ft. Skivers are obtainable at from 7½d. to 1s. 1½d. per ft., the best value we have seen running out at 8½d. per ft. Anglos and pigskins are now procurable and the demand is fairly good.

Glue and paste have not been further reduced nor have threads, tapes, or calicoes. Gold leaf shows no sign of a decline in price and is still quoted £5 6s. per 1,000, 4 by 3¼-in., and £4 13s. per 1,000, 3¼-in. square. Marble paper is coming round a bit better but the demand is far greater than the supply, while price maintains its high level. Today's price on the basis of medium shell or storment is 43s. per ream. Bookcloth is unaltered in price and stands at 16¾d. per yard, plain, and 16¾d. per yard, embossed, seconds quality. Buckrams are a trifle lower and low quality can be secured at 2s. 10½d. per yard.

Millboards are scarce, except in the cheap (or rather, common) English and foreign grades, which are plentiful enough and are on offer at from £40 to £45 per ton. English hand-made boards are quoted £53 and greyboards, good quality, are on offer at £45 per ton. Dutch strawboards are still a source of annoyance and contention. Orders can be filled at £15 10s. to £32 per ton for light weight boards.

Author Pensions Thru Taxing Publishers

A bill before the French Chamber of Deputies proposes to establish a fund for providing authors' pensions. While the general project is a laudable one, the particular way by which the Lebey Bill proposes to provide the funds has met with strenuous opposition on the part of French publishers and authors alike. The plan is to gain funds thru taxing the publishers.

Among other objections it has been pointed out that it is a strange proceeding which enacts a law to impose a tax on one class of producers for the benefit of another class of producers. In a recent issue of the *Publishers' Circular*, a member of the Society of Men of Letters in commenting on the bill said that this proposal to put a 3 per cent tax on the sale of all copyright works after 15,000 copies was open to grave objections. On the other hand the above-mentioned society has for some time considered the advisability of imposing some tax on non-copyright works, which anyone could republish in France. The position of Italy and England in this connection is interesting and in Canada there has been a movement in favor of establishing a royalty payment on the sale of works which have outlived their copyright.

The High Cost of Publishing

In the face of advancing costs, higher prices for labor and increased rates for printing—all of which confront American publishers almost daily, a certain selfish comfort is gained upon hearing of foreign difficulties greater than those encountered in publishing enterprises here. The book misfortunes of France, for example, make our own seem negligible. Only recently the Paris edition of the New York *Herald* contained an editorial by one of the foremost French publishers of which the following is an extract: "I believe that I shall be forced to give up publishing books. Paper is at an exorbitant price; printers charge ridiculously high for their services; illustrations are increasingly expensive. I am fortunate if I can procure transportation to carry to Paris books which have been ready since the armistice."

Paper Covers a Saving

In consequence of the greatly increased cost of binding in cloth, Mr. Heinemann of London announces that most of his books (excepting fiction) will henceforward be issued also in paper covers at a reduced price.

AN IDEA of prevailing book prices among English publishers is gained from the announcement that W. L. George's novel, "Blind Alley" is selling for 9s. in London. Gilbert Cannan's "Pink Roses" comes somewhat cheaper at 7s. 6d. net.

AMONG THE PUBLISHERS

"ABRAHAM LINCOLN," the play by John Drinkwater, which is receiving such favorable comment from London audiences, has been published in this country by Houghton Mifflin Co.

SO GREAT is the popularity of Mark Twain that Harpers are reprinting both the limp-leather and cloth editions of "Huckleberry Finn," "A Tramp Abroad" and other favorites.

SINCLAIR LEWIS has turned from the city he portrayed in "The Job" to the freedom of the west in his new novel "Free Air," which will be the first fiction published by the new firm of Harcourt, Brace and Howe.

ONE OF THE LARGEST editions ever turned out by Grosset and Dunlap is the new motion picture edition of "Desert Gold," by Zane Grey. Its publication will coincide with the release of the new film. This will make eleven volumes of Zane Grey in the G. & D. series.

THE FIRST VOLUME in the *Home University Library* to appear since the war will be "English Political Thought from Locke to Bentham," by Harold J. Laski. Holt & Co. expect to have it ready in time for the opening of the colleges this fall.

IN "Women and World Federation," a new book from Robert McBride & Co., an appeal for women to support the League of Nations is given by Florence Guerin Tuttle, author and well-known feminist. The book contains a foreword by former President Taft.

AN INTERESTING PICTURE from the French viewpoint of the Belgian Relief Work under Herbert Hoover will be published by the Scribners early in August under the title "The Soul of the C. R. B." Mme. St. René Taillandier, the author, is a niece of the famous historian, Taine.

AND STILL the books about Russia continue to appear. One of the latest is Arthur Ransome "Russia in 1919," published by Huebsch. Among its features are personal interviews with Lenin and the heads of all the important departments of the present government, accounts of Soviet meetings and reports as to what the Russian people are reading and thinking.

PHILIP GIBBS' novel of newspaper life in London, "The Street of Adventure," has just been brought out in an authorized American edition by E. P. Dutton & Co. with a new introduction by the author, in which he compares the present time with that of ten years ago when the book first appeared and tells some interesting stories about meetings during the war with his old chums of newspaper life.

A NOVELTY in the line of a Japanese novel—the first ever translated into English—is what Alfred A. Knopf is offering the reading public in Futabatei's "An Adopted Husband," for which a big season is predicted.

IN EARLY FALL the James A. McCann Co. will publish a new Harry Lauder book under the title of "Between Two Gods." It is said to contain a wonderful message interwoven with inimitable Lauder stories and anecdotes.

THE FOURTH VOLUME in the 1919 edition of "Valentine's Manual of Old New York" will be ready in November and may be obtained from the editor, Henry Collins Brown, at 15 East 40th St., New York.

JAMES MELVIN LEE, director of the Department of Journalism at New York University, has added "Opportunities in the Newspaper Business" to the Harper series of Opportunity Books.

TWO NEW NOVELS have come from the press of Little, Brown & Co. this week—"Burned Bridges," a story of the Canadian Northwest by Bertrand W. Sinclair, and "The Owner of the Lazy D" by William Patterson White.

THE 100TH ANNIVERSARY of the birth of Herman Melville gives a welcomed opportunity for a wider recognition of this writer of sea tales. The handy *Everyman* edition provides his stories in a convenient form for vacation reading.

"LOVE TIME IN PICARDY," published the past spring by the Britton Publishing Co., is soon to be brought out in London by William Collins and Sons. Oliver Morosco will produce a dramatized version of the story in New York, September 15.

ADVANCE ORDERS for Booth Tarkington's new novel, "Ramsay Milholland," to be published today by Doubleday, Page & Co., have already exhausted two large editions. The advance demand is the largest ever recorded for a Tarkington novel.

A RECENT ORDER received by Charles Scribner's Sons from Shanghai furnishes interesting evidence of the occidental books the oriental mind is reading. The high spots on the list included: Ackerman's "Trailing the Bolsheviks," Brown's "The Mastery of the Far East," Swift's "Psychology and the Day's Work," Turner's "Economics," Montgomery's "Modern Auction," Seeger's "Poems," and Galworthy's "Saint's Progress." Recent orders from the East have shown a decided increase in fiction, the better juveniles, poetry and particularly religious books.

Revell's Jubilee Year

The house of Fleming H. Revell Co. signals its entry on its semi-centennial year by issuing a "50th annual" catalog, and will use, with pardonable pride, on the jackets of its new books an emblematic announcement of this record. Fifty years is a rare record of survival among publishers of religious books, rare because so much of the output is denominational endeavor, backed by endowed publishing boards.

Early in 1870, before the great Chicago fire, Fleming H. Revell began the publication in that city of a popular illustrated evangelical monthly called *Everybody's Paper*, the circulation of which he soon pushed beyond the two-hundred-thousand mark. He also started a book store and became a publisher of minor religious books. The fire in October, 1870, wiped him out and for a year he issued his periodical from a New York office. Returning to Chicago he started again with fresh vim and by close attention to the market for the right kind of religious books he secured in time a notable list of active sellers. Today the catalog of the Revell Co. has probably a larger proportion of perennial sellers than any other in its field. Such books, for instance, as "Grace and Truth" by W. P. Mackay, "The Christian Secret of a Happy Life" and "Notes by C. H. M.," each of which has been on the market for nearly forty years, are sold now in yearly quantities that few of the general book-trade realize. Another series of popular sellers, which has been added to yearly until it numbers thirteen volumes is S. D. Gordon's "Quiet Thoughts" with a sale of nearly a million copies. The jubilee catalog of the house indexes nearly seventeen hundred items, each with an imprint that is the hallmark of merit in the book-trade of America and England.

Another Magazine In the Book Publishing Field

Before the United States declared war on Germany it was estimated that there were 400,000 investors in this country. To-day, including Liberty Loan buyers, there are over 25,000,000. In other words, one out of every four people in this country is now an investor.

In response to a pronounced demand for practical books on the subject of investing, the *Magazine of Wall Street*, at 42 Broadway, New York, has published a number of investment books, covering such subjects as "How to Select Investments," "How to Invest for Profit," "How to Analyze Financial Statements," etc., and under the management of H. J. Simonson, Jr., formerly of the PUBLISHERS' WEEKLY, has organized a trade sales department.

The books are being offered to the trade beginning September 1st. Judging by the number of "Dealers Helps" recently offered in a circular sent to the trade, it is evident the sales department is prepared to assist booksellers to obtain the widest kind of distribution.

Periodical Notes

WITH THE purpose of defending the economic, social and political rights of women, the old weekly known as the *New York Dispatch* has made its appearance on the news stands under new management. As the editorials and self-advertising indicate, the paper is "the newspaper of the women of America." It is to be national in scope and plans to carry out a very ambitious program.

THE *New York Evening Post* announces that Edwin Francis Gay, since 1908 Dean of the Harvard School of Business Administration and recently a member of the War Trade Board at Washington, will on January 1 assume general direction of the paper, becoming president of the corporation.

Personal Notes

D. B. ALBERT, who recently renewed an old association with Charles E. Merrill Co., has had his sphere of activity enlarged by his appointment as western manager of the business.

BRAND WHITLOCK, United States Minister to Belgium and author of the now famous "Belgium" (published by Appleton), has sailed for the United States by way of Rotterdam.

The New Order of Bookfellows

An association of readers and writers to be known as "The Bookfellows" is now in process of formation, with headquarters located in Chicago. This club, unique in the fact that it represents something distinctly new in literary circles, desires to unite book-minded people and to direct their literary efforts into channels of publication. From time to time the association plans to publish books of merit which will be sold at low prices to members only. These will be written and printed by the members and will be uniform in appearance, forming an attractive set.

In addition, there will be published monthly during the "thinking season" a bulletin called *The Step Ladder*, which will tell what the Bookfellows are doing and planning. The first number of this is to appear in October.

In founding the association, its authors were prompted to a large degree by a recognition of the value of organized effort, realizing that man can do more as a group than as an individual; such an organization of bookmen can write, print and sell books that otherwise would never come to light—books that really possess an appeal, altho not the appeal to the superficial emotions which often make a best seller. Publishing plans already announced include such titles as "Hours With Books and Autographs," "Chronicles of Bagdad," "The South in Fiction" and "The Poets' Pack," a collection of representative verse.

There are no restrictions upon membership in the new society and the cost is one dollar a year in exchange for which one gets the privilege of buying the books and receives the little magazine *The Step Ladder*.

CHANGES IN PRICE

BRENTANO'S

Owing to the heavy increases in cost in every detail of book manufacturing, we are compelled to announce the following changes in price:

Bernard Shaw's Plays, stiff paper bound, 75c. net.
The Author's Apology, \$1.00 net.
The Perfect Wagnerite, \$1.50 net.
Quintessence of Ibsenism, \$1.50 net.
Androcles and the Lion, \$1.75 net.
Man and Superman, \$1.75 net.
The Doctor's Dilemma, \$1.75 net.
John Bull's Other Island, \$1.75 net.
Misalliance, Fanny's First Play, etc., \$1.75 net.
Three Plays for Puritans, \$1.75 net.
Cashel Byron's Profession, \$1.75 net.
The Irrational Knot, \$1.75 net.
Love Among the Artists, \$1.75 net.
An Unsocial Socialist, \$1.75 net.
Dramatic Opinions and Essays, \$3.25 net.
Plays Pleasant and Unpleasant, \$3.25 net.
Temptations, by David Pinski, \$1.75 net.
The Baby's Biography, cloth from \$2.50 n. to \$3.00 n.

GEORGE SULLY & CO.

Ordway, Handbook of the Opera, cloth, \$1.25 net.
Ordway, Handbook of the Opera, leather, \$2 net.
Douglas, Forty Thousand Quotations, \$3.50 net.
Douglas, Forty Thousand Quotations, indexed, \$4 net.
Douglas, Forty Thousand Quotations, ¼ morocco, \$7.50 net.
Our Baby, \$1.25 net.
Hill, American Cook Book, \$1.50 net.
Rushton Boys Series, 3 kinds, 80c. net.
Nan Sherwood Series, 4 kinds, 80c. net.
Janice Day (The Do Something Books), 5 kinds, 80c. net.
Lucile Books, 4 kinds, 80c. net.
Army Boys Series, 5 kinds, 60c. net.
Air Service Boys Series, 5 kinds, 60c. net.
Navy Boys Series, 5 kinds, 60c. net.
Joe Strong Series, 7 kinds, 60c. net.
Dave Fearless Series, 3 kinds, 60c. net.
Bert Wilson, 8 kinds, 60c. net.

YALE UNIVERSITY PRESS

Beginning August 15th the price of the Yale Shakespeare, Text Book edition, will be 60 cents.

Announcement

Owing to the removal of recent British restrictions on the exportation of books, Isaac Pitman & Sons announce that they are now able to supply copies of Judge's "Design of Aeroplanes" and "Properties of Aerofoils."

Obituary Notes

HOSMER H. BILLINGS, an old time bookseller of Elmira, N. Y., died in that city on August 10, aged 71. He engaged in early life with Hall Brothers and when they dissolved he entered the firm of Fitch, Billings & Co., which later in 1889 became Billings' Book Shop. After a successful career of nearly fifty years, he retired in 1914 and was succeeded by his employees, the Misses Cora A. and Eva N. Derby, in whom he had inspired, as he did in others, a fondness for the books themselves, as well as for the dealing in them.

ANDREW CARNEGIE, who died on Monday of this week at the age of 83, is commonly associated in the mind of the public with industrial problems of magnitude and philanthropic measures of world-wide renown, few people realizing that in addition to these distinctions he was an original and interesting writer, having to his credit several books on a variety of subjects. Among these may be mentioned "An American Four-in-Hand in Britain," 1883; "Round the World," 1884;

"Triumphant Democracy," 1886; "The Gospel of Wealth," 1900; "The Empire of Business," 1902 (since translated into eight different languages); "The Life of James Watt," 1906; and "Problems of Today," 1909.

WILLIAM NATHANIEL HARBEN, author and formerly assistant editor of *Youth's Companion*, died at his home in New York City on Thursday, August 7, aged 61 years. Mr. Harben was born in Dalton, Ga. Following an education in private schools, he embarked in business and continued in it until 1888, when he took up literature as a profession. He was associated with *Youth's Companion* from 1891 until 1893 and since then has been a frequent contributor of short stories to *Century*, *Harper's* and other magazines. His books have appeared with great regularity for the past twenty years, among them being "The Caruthers Affair," 1898, 1899; "From Clue to Climax," 1901; "Westerfelt," 1901; "Abner Daniel," 1902; "The Georgians," 1904; "Mam' Lindy," 1907; "The Redemption of Kenneth Galt," 1909; "Dixie Hart," 1910; "The New Clarion," 1914; "Second Choice," 1916; "The Triumph," 1917. Most of them deal with Southern situations and conditions, reflecting Mr. Harben's continued interest in this part of the country. He was a member of the National Institute of Arts and Letters.

PROFESSOR ERNEST HEINRICH HAECKEL, a disciple of Darwin and the author of many works on evolution, died in Jena, Germany, August 9. He was born in Potsdam in 1834, and at the age of 32 published a book on "General Morphology," which was hailed as epoch-making in the history of biological research. His greatest work, as well as his most ambitious, was "The Riddle of the Universe," published in 1900, which was translated into twenty languages and ran thru many editions. Between 1862 and 1900 he wrote forty scientific works. Among those to be translated into foreign tongues were "The Pedigree of Man," "Freedom in Science and Teaching," "The Wonders of Life" and "The Last Words on Evolution."

Business Notes

CHICO, CAL.—R. J. Hamilton & Co. is a new concern in bookselling, recently started.

FRANKFORT, KY.—A meeting of the creditors of Barrett Guy, bankrupt, was held on August 15.

HAGERSTOWN, MD.—The Office Equipment Co. is a new concern that will handle books.

HENDERSONVILLE, N. C.—W. H. Zimmerman has been succeeded by the Buford Book Store.

UTICA, N. Y.—Grant's Book Shop, Inc., has just elected the following officers: President, John L. Grant; first vice-president and treasurer, Frederick L. Grant; second vice-president, Lambert Grant; secretary, Donald C. Grant.

ROCHESTER, N. Y.—A meeting of the creditors of William C. Edwards will be held on August 20 to act upon an assignment according to agreement.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Ti. (32mo: 12½cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Adcock, Arthur St. John

For remembrance: soldier poets who have fallen in the war. 246 p. pors. D N. Y., Doran \$1.50 n.

Balkin, Harry H.

The new science of analyzing character. 2d ed. 249 p. pls. pors. O c. Bost., Four Seas \$2.50 n.

Betts, Harold Scofield

Timber, its strength, seasoning, and grading. 10+234 p. il. maps (1 fold.) tabs. (part fold.) diagrs. O N. Y., McGraw-Hill \$3

Betz, William

Geometry for junior high school. 16+111 il. D (Elements of mathematics, bk. 1) [c. '18] Rochester, N. Y., Bd. of Educ. pap. Introductory algebra exercises. 6+73 p. diagrs. D [c. '18] Rochester, N. Y., Bd. of Educ. pap.

Bible

The miracles of the Bible; Peter E. MacKay, comp. and ed. 133 p. D [c. '19] Lexington, Ky., Tomb & MacKay [111 Cheapside] \$1

Gives Scriptural texts recording the miracles of the Old and New Testaments.

Bodder, Charles H.

Under fire with Farragut; the signal boy's story. 210 p. pls. por. D c. N. Y., Signal Boy Publications, 115 W. 81st St. \$1.50
Story portraying actual life on an American man-o-war in the days of the Civil War.

Bogardus, Emory Stephen

Essentials of Americanization. 303 p. (17 p. bibl.) D c. Los Angeles, Cal., Univ. of Cal. \$1.50
Index. Author is head of Department of Sociology, University of Southern California.

Buchan, John

Mr. Standfast. 374 p. D [c. '19] N. Y., Doran \$1.60 n.
War romance in which Dick Hannay, Blenkiron and Peter Pienaar of author's earlier novels, figure prominently.

Burt, Katharine Newlin

The branding iron. 310 p. front. D c. Bost., Houghton Mifflin \$1.65
Romance changing its scene from the Wyoming wilderness to New York City and centering about Joan Landis, a woman of the mountains and two men who influence her, one her cowboy husband, the other an over civilized man of the city.

Cannan, Gilbert

Mummery; a tale of three idealists. 280 p. D [c. '19] N. Y., Doran \$1.50 n.
Novel of the stage in which a brilliant actress gives up a successful career to marry an idealist.

American Association for International Conciliation
Northern Epirus and the principle of nationality, by N. J. Cassaretos; The problem of Eastern Galicia, by Miroslav Sichinsky; Treaty signed by Poland and the allied and associated powers. 42 p. D (International conciliation) N. Y., Assn. for Internat. Conciliation) pap.

American Jewish Committee

The war record of American Jews; first report of the Office of war records, American Jewish Committee, January 1, 1919. 530 p. O N. Y., Am. Jewish Committee pap. gratis

American Society for Municipal Improvements

Proceedings. Convention held at Buffalo, New York, October 2-4, 1918. 450 p. il. O Bloomington, Ill., Charles Carroll Brown \$5 n.

Armstrong, Zella, comp.

Notable Southern families. v. 1 2174 p. il. O '18 Chattanooga, Tenn., Zella Armstrong bds. \$3

Bacon, Jerry Dempster

Townleyism unmasked! Now stands before the world in its true light as radical socialism! 68 p.

O [c. '19] [Grand Forks, N. D., J. D. Bacon] pap. 25c.

Bell, William Blair

The pituitary; a study of the morphology, physiology, pathology and surgical treatment of the pituitary, together with an account of the therapeutic uses of the extracts made from this organ. 368 p. il. O N. Y., Wood \$7.50 n.

Benignus, Wilhelm, i. e. Herman Wilhelm Heinrich

Stories of the Catskills, songs and lays. O [c. '19] [N. Y., Wilhelm Benignus, 330 E. 69th St.] 75 c. (1000 copies)

Bergen, Harry, and Keeley, John

Finger print examination instruction for candidates for finger print expert in the New York City service, finger print classifier in the United States service and kindred positions in other services. 250 ques. and ans. 18 p. Q c. '19 N. Y., Civil Service Chronicle pap. \$1.25

Burton, H. Ralph

Roumania. 27 p. map O [c. '19] [Wash., D. C., Am. Roumanian Soc., Union Trust Bldg.] pap.

Catalogue of the John Carter Brown Library in Brown University, Providence, Rhode Island. v. 1 [to 1569] 6+240 p. por. Q [Bost., D. B. Updike, 232 Summer St.] \$5

Chamberlain, Arthur Henry and Chamberlain, James Franklin

Thrift and conservation; how to teach it. 272 p. (bibls.) il. pls. map D (Lippincott's educational guides) [c. '19] Phil., Lippincott \$1.50 n.

Points out the needs and methods of teaching thrift in the class-room. First author is executive secretary, California Council of Education, second author is head of the Department of Geography, State Normal School, Los Angeles.

Chambers, Robert William

Barbarians. 395 p. il. D (Copyright fiction) N. Y., Burt 75 c.

Chisholm, Arthur Murray

The land of strong men. 432 p. il. D N. Y., H. K. Fly Co., 135 W. 44th St. \$1.50 n.

Story of ranch life in British Columbia.

Cleary, P. Roger

How to figure profit; a comprehensive reference book for business men, teachers and students. 265 p. forms (1 fold.) diagr. O [c. '18] Ypsilanti, Mich., P. R. Cleary Co., Dept. A. \$1.90

Coale, Anna Worthington

Summer in the girls' camp. 14+313 p. pls. D c. '17-'19 N. Y., Century Co. \$1.50

Information covering the question of girls' camps already organized, good camping grounds, daily schedules, etc.

Cumulative book index; twenty-first annual cumulation; author, title and subject catalog in one alphabet of books published January 1918-June 1919; comp. by Emma L. Teich assisted by Frances Nolan. 943 p. Q N. Y., H. W. Wilson Co. (price on application.)

Davis, James Thomas, and Peeler, J. F.

Common words, how to spell them. 4+252 p. D [c. '18] Dallas, Tex., Southern Pub. 40 c.

Cady, Gilbert Haven

Mines producing low-sulphur coal in the central district. 14 p. O (Cooperative mining ser. bull. 23) Urbana, Ill., State Geol. Survey Div., Dept. of Registration and Education pap.

Capps, Stephen Reid

The Kantishna region, Alaska. 116 p. il. pls. fold. maps in pocket O (U. S. Geol. Survey bull. 687) Wash., D. C., Gov. Pr. Off. Supt. of doc. 25 c.

Castleman, Virginia Carter

Betweenwhiles; a war tramp's musings [verse]. 28 p. O [c. '19] [Washington, D. C., F. E. Sheiry, 730 12th St., N. W.] pap. 50 c.

Demarest, Abraham Jay and Van Sickle, William

Maturin
New education readers; bk. 1 Rev. ed. 144 p. il. D [c. '18] N. Y., Am. Book Co. 35 c. n.

Dunkley, William Albert, and Odell, William Wal-

lace
Water-gas operating methods with central district bituminous coals as generator fuel. 27 p. O

Donnelly, Ignatius

Caesar's column. New ed. 320 p. D Milwaukee, C. N. Caspar Co. \$1.25 n.; pap. 60 c. n.

Durston, George

Boy's life of Pershing. il. D Akron, O., Saalfeld 75 c.

Eddy, Henry Turner, and Turner, Claude Allen Porter

Concrete-steel construction. 2d ed., rewritten and embodying the most advanced theoretical developments. 16+477+25 p. il. diagrs. O c. Minneapolis [C. A. P. Turner Co., 627 First Ave.] \$10

Elephant stories; retold from St. Nicholas

188 p. front. D N. Y., Century Co. 90 c.

Elsom, J. C., M.D., and Trilling, Blanche M.

Social games and group dances; a collection of games and dances suitable for community and social use; with an introd. by M. V. O'Shea. 258 p. (4 p. bibl.) pls. music D c. Phil., Lippincott \$1.75 n.

Grouped under such titles as Social mixers, Games with pencil and paper, Group dances, Singing games and dances especially adapted to children. Authors are of the Department of Physical Education, University of Wisconsin.

Fiske, Amos Kidder

The modern bank; a description of its functions and methods and a brief account of the development and present systems of banking. Rev. ed. 14+345 p. il. forms. charts (part. fold.) fold tabs. D c. '04-'19 N. Y., Appleton \$2.25 n.

Foerster, Norman, and Steadman, J. M., Jr.

Sentences and thinking; a practice book in sentence making. 4+121 p. il D [c. '19] Bost., Houghton Mifflin 75 c.

Text book for college freshmen.

Fraprie, Frank Roy, ed.

The elements of photography. [New ed.] 59 p. D (Practical photography, 8) c. '12-'19 Bost., Am. Photographic Pub. [221 Columbus Ave.] 75 c. pap. 35 c.

(Cooperative mining ser. bull. 24) Urbana, Ill., State Geol. Survey Div., Dept. of Registration and Education pap.

Evans, Mrs. Adelaide Bee

The Bible year; prepared for the Young People's Society of Missionary Volunteers. 152 p. S [c. '18] Mountain View, Cal., Pacific Press Pub. Assn. 65 c.

Everett, Laura Bell, and Everett, Elizabeth Abbey

War verses—O sunny land of France and The shining sword of the Hun. 12 p. O '18 Oakland, Cal., Laura Bell Everett 30 c.

Farm Implements Committee

Statement of the effect of war conditions on the farm operating equipment industry, presented to D. F. Houston, by the Farm implements committee representing the industry. 11 p. O '18 Chic., National Implement and Vehicle Assn., E. W. McCullough, sec., 76 Monroe St.

Goodhall, Alexander

Aids to histology. 2d ed. 143 p. S (Student's aids ser.) N. Y., Wood \$1.50 n.

Gee, Joseph

Isaacs; some chapters in the life of David Isaacs, genereal merchant. 317 p. front. D Phil., Lippincott \$1.35 n.

Story of the adventures of "Stanley Hamilton Gordon" Isaacs, gamin, newsboy and Jew merchant who is master of the art of quick profits but manages to keep a kind heart.

Hallays, André

The spell of Alsace; tr. with a foreword, by Frank Roy Fraprie. 47+329 p. pls. (part col.) pors. fold. map O (Spell ser.) Bost., Page Co. \$3

Harris-Burland, John Burland

The shadow of Malreward. 334 p. D N. Y., A. A. Knopf bds. \$1.60 n.

Mystery story in which Lady Malreward, after her husband's funeral is still tormented by his threatening voice and face and mystified by the murder of her lover's best friend.

Hawkins, Anthony Hope [Anthony Hope, pseud.]

The secret of the tower. 304 p. D N. Y., Appleton \$1.60 n.

Romantic mystery story having its setting in post-war England.

Henderson, Archibald

The changing drama; contributions and tendencies. [New ed.] 16+321 p. D c. '14-'19 Cin., Stewart & Kidd [121 E. Fifth Ave.] \$1.75

Earlier edition published by Henry Holt & Company.

Hope, Ethel Penman

Dr. Paul. 235 p. D [c. '18] N. Y., Doran \$1.50 n.

Romance of a talented physician who overcomes an inherited taste for liquor.

Hughes, Rupert

We can't have everything. 637 p. il. D (Copyright fiction) N. Y., Burt 75 c.

Hunter, Alice Margaret

Graded readings in Gregg shorthand. 6+120 p. [c. '19] N. Y., Gregg Pub. 75 c.

Key to Graded readings in Gregg shorthand. 58 p. S [c. '19] N. Y., Gregg Pub.

Jones, Franklin Day, and Oberg, Erik Valdemar

Iron and steel. il. O c. N. Y., Industrial Press \$2.50

Jones, H. S. V.

Words and sentences. 3+150 p. D c. N. Y., Holt 90 c.

Jordan, Elizabeth Garver

The girl in the mirror; il. by Paul Meylan. 297 p. pls. D c. '19 N. Y., Century Co. \$1.60

Love and mystery story of the New York theatrical world.

Lindgren, Waldemar

Mineral deposits. 2d ed., rev., enl. and entirely reset. 18+957 p. il. maps diagrs. O N. Y., McGraw-Hill \$5

McCann, Alfred Watterson

The science of eating; how to insure stamina, endurance, vigor strength and health in infancy, youth and age. 408 p. O [c. '18-'19] N. Y., Doran \$2 n.

New and enlarged edition of "This Famishing World."

Gray, Col. H. M. W.

The early treatment of war wounds. 16+299 p. il. O N. Y., Oxford Univ. \$3.75

Harildstad, John A.

Bondeguttten Hastad under asylbehandling i den Nye verden. 124p. D ['19] [Minneapolis, J. A. Harildstad] \$1

Harrington, George L.

The Anvik-Andreafski region, Alaska (including the Marshall district). 70 p. pl. fold. maps in pocket O (U. S. Geol. Survey bull. 683) '18 Wash., D. C., Gov. Pr. Off. Supt. of doc. 30 c.

Hart, Charles Arthur

The Pentatomoidea of Illinois, with keys to the Nearctic genera. 157-223 p. pls. O (Bulletin) Urbana, Ill. [State Laboratory of Natural Hist.] pap.

Hewetson, George Benson

The desired of all nations; a drama of the Holy nativity in three acts with prologue. 2d ed. 16 p. O ['18] Minneapolis, G. B. Hewetson, 3830 Pleasant Ave. pap. 20 c.

Hinds, Henry

The geology and coal resources of Buchanan County, Virginia; prepared in co-operation with the United States geological survey, with a chapter on the Forests of Buchanan County, Virginia, by W. G. Schwab, prepared in co-operation with the office of state forester. 10+278 p. il. pls. (part fold.) 3 maps (in pocket) diagrs. O (Virginia Geological Survey bull. 18) '18 Charlottesville, Va., Univ. of Va.

Hingeley, Joseph B.

The bend of the road [verse.] 16 p. Chic., Joseph B. Hingeley pap. (priv. pr.)

Holmes, Frederick Lionel

Wisconsin's war record. 191 p. pls. pors. D Madison, Wis., Capital Historical Pub., 115 W. Main St. \$1

Holmes, George Winslow, and Ruggles, Howard Edwin

Röntgen interpretation; a manual for students and practitioners; il. with 181 engravings. 211 p. (bibls.) diagrs. O Phil., Lea & F. \$2.75 n.

Howard, Harry Frank

The world war and Bible prophecy. 9+58 p. il. Q [Rochester, N. H., H. F. Howard] pap. 50 c.

Hurst, Arthur Frederick, M.D., ed.

Seale Hayne neurological studies, nos. 1-3. 3 v. O N. Y., Oxford Univ. ea. \$1.75

Jackson, Henry Ezekiel

The league of nations. 196 p. D c. N. Y., Prentice-Hall pap. 50 c.

Jewett, Freeborn G.

Jewett's election manual, New York, 1919. 27th ed. 700 p. Albany, N. Y., M. Bender \$5.25; pap. \$4.50

Kahn, Otto Hermann

Capital and labor; a fair deal; extracts from an address. 20 p. D [n. d.] N. Y., O. H. Kahn, 52 William St. pap. gratis

Love, James Kerr

Diseases of the ear in school children. D N. Y., Wood \$1.75 n.

McAdoo, William Gibbs

A league to prevent war; with a review of the fight against the formation of the United States; an address. 20 p. O N. Y., League to Enforce Peace pap.

McKowan, Evah

Janet of Kootenay; life, love and laughter in an Arcady of the West. 279 p. D N. Y., Doran \$1.50 n.

Romance of an enthusiastic girl who runs an eighty acre farm in the far west.

MacMechen, Edgar C., ed.

Robert W. Speer, a city builder. 79 p. pls. pors. F [n. d.] Denver, Colo., City & County of Denver, Office of Municipal facts, City Hall \$3

Mahon, Rev. Michael P.

Ireland's fairy lore. 219 p. c. Bost., Thomas J. Flynn & Co., 62 Essex St. \$2 n.

Mendes, Catulle Abraham

The fairy spinning wheel and the tales it spun; done into English by Thomas J. Vivian; with 14 full-page il. by Marion L. Peabody. 146 p. O c. Bost., Four Seas bds. \$1.50 n.

English version of "Les Contes de Roust."

Merrick, Leonard

The position of Peggy Harper; with an introd. by Sir Arthur Pinero. [New uniform ed.] 12+296 p. O [c. '12-'19] N. Y., Dutton bds. \$2 n. (1550 copies)

Monlaur, Mme. M. Reynès

The light of men. 2nd ed. 215 p. D N. Y., Devin-Adair \$1.50

Monvert, Adolph de

Aux Etats-Unis; a French reader for beginners. 8+265+70 p. front. il. map D [c. '19] Bost., Allyn & Bacon \$1.20

Mullett, George Merrick

Betsy Lane, patriot; il. by Denman Fink. 208 p. pls. D c. N. Y., Century Co. \$1.25
Story of a patriotic little eight year old girl.

New (The) world-wide cyclopedia; a complete library of reference, superbly and profusely illustrated with hundreds of subjects in full color, monotone, and text cuts, with a valuable appendix of often sought for facts in almost every department of human knowledge, a chronological history of the world, the most comprehensive narrative of the world war briefly noted day by day; ed.-in-chief, George J. Hagar—assisted by many associate eds., special contributors, and United States and Canadian government officials. [New ed.] 6 v. pls. (part col., part double) O [c. '19] N. Y., Syndicate Co., 156 Fifth Ave. \$18

Previous editions published under titles "Everybody's Cyclopedia" and "Peoples Cyclopedia," edited by C. Leonard-Stuart and G. J. Hagar; and "The New World Encyclopedia" by G. J. Hagar.

Niven, Frederick John

The lady of the crossing. 317 p. D [c. '19] N. Y., Doran \$1.50 n.

Novel portraying life in the romantic western community of Kootenay

Nyitray, E.

Practical American Slovak interpreter with English-Slovak and Slovak-English dictionary. 3 v. in 1. 572 p. D '19 c. '05 Milwaukee, C. N. Casper Co. \$1.25 n.

Onions, Berta Ruck [Mrs. Oliver Onions]

Miss Million's maid. 392 p. il D (Copyright fiction) N. Y., Burt 75 c.

Palmer, Reginald Heber

Foundry practice; a text-book for molders, students and apprentices. 2d ed., rev. and enl. 17+390 p. figs. D N. Y., Wiley \$3 n.

McDaniel, George White

Our boys in France. 90 p. D [c. '18] Richmond, Va., Bapt. State Mission Bd. 75 c.

Malloch, John Russell

The North American species of the genus Tiphio (Hymenoptera, Aculeata) in the collection of the Illinois state natural history survey. 24 p. pl. Q (Natural history survey bull. v. 13) Urbana, Ill., State Laboratory of Natural History pap.

Medical (The) annual, 1919; a yearbook of treatment and practitioner's index. 700 p. il. O N. Y., Wood \$5 n.

Moss, Col. James Alfred, and Guild, Capt. George R.

Security and information; prepared as a lecture for the use of educational institutions conducting courses in military science and tactics. 32 p. il. D [c. '19] Menasha, Wis., G. Banta Pub. pap. 15 c.

Mounts, Lewis Hendrix

Dependents, defectives and delinquents in Iowa; a study of the sources of social infection. 166 p. O (Studies in the social sciences v. 7, no. 2) Iowa City, Ia., Univ. of Ia. pap.

National Catholic War Council

For soldiers and sailors and those dependent upon them. 15 p. D (Reconstruction pamphlets 4) Wash., D. C., Nat. Catholic War Council pap.

Land colonization; a general review of the problems and survey of remedies. 16 p. D (Reconstruction pamphlets 2) Wash., D. C., Nat. Catholic War Council pap.

Unemployment. 16 p. D (Reconstruction pamphlets 3) Wash., D. C., Nat. Catholic War Council pap.

New York [State]

Gilbert's annotated criminal code and penal law, 1919. Albany, N. Y., M. Bender \$10

Parsons' code, the New York Code of civil procedure as amended by the Legislature to and including the session of 1919; sections of code annotated with reference notes and notes showing derivation thereof, and giving titles of cases construing and applying such sections, containing also the state constitution; General construction law; New York city municipal court code; rules of the Court of appeals; general rules of practice; rules of the appellate division of the Supreme court, all departments; special rules of the Supreme court, first judicial district; rules of the city court of the city of New York; rules of the Municipal court of the city of New York, and rules of the appellate terms, first and second departments. 44th ed., 1919, ed. by Frank B. Gilbert and Austin B. Griffin. The practice manual of the state of New York. 87+1635 p. O Albany, N. Y., M. Bender. N. Y., Baker, Voorhis & Co. \$6

Penal law and the code of criminal procedure of the state of New York, with all amendments passed by the Legislature to the end of the regular session of 1919. 11th ed., by John T. Fitzpatrick. 36+1203 p. O Albany, N. Y., M. Bender \$5

Tax laws of the state of New York, 1919; including new state income tax. 280 p. O Albany, N. Y., M. Bender pap. \$2.50

Papi, Hector

The government of religious communities; a commentary on three chapters of the code of canon law; preceded by a commentary on the establishment and suppression of religious communities 14+200 p. D c. N. Y., Kenedy \$1

Index. Author is professor of canon law, Woodstock College.

Parsons, Mary Prescott, comp.

The new poetry; a study outline. 76 p. D (Study outline ser.) N. Y., H. W. Wilson Co. pap. 35 c.

Philipson, David

Centenary papers and others. 325 p. pors. O c. Cin., Ark Pub. \$2

Pierce, Ray Vaughn, M.D.

The people's common sense medical adviser in plain English; or, Medicine simplified, 85th ed., carefully rev. by V. M. Pierce, M.D., and Lee H. Smith, M.D., assisted by the full staff of associate specialists in medicine and surgery, the faculty of the Invalids' hotel and surgical institute. 1008 p. il. pls. (4 col.) pors. O [c. '18] Buffalo, N. Y., World's Dispensary Medical Assn., 663 Main St. 50 c.

Pomilio Ottorino

Airplane design and construction. 11+403 p. il. diagrs. O N. Y., McGraw-Hill \$5

Porter, S. J.

The epistle to the Hebrews. 269 p. D c. Nashville, Tenn., Bapt. Sunday School Bd. 75 c.

Private (A list of) book collectors in the

United States, 1919; with a chapter on What is a book collector? by Temple Scott. 11+285 p. O c N. Y., R. R. Bowker Co. bds. (cl. back) \$10 n.

Contains the names and addresses of nearly 3000 book buyers together with their specialties.

Quinby, Henry Dean

Liberty bond interest calendar. 124 p. T [c. '19] Rochester, N. Y., H. D. Quinby leath. \$5

Ransome, Arthur

Russia in 1919. 10+232 p. D c. N. Y., Huebsch \$1.50

Account of how the people of Russia live and are governed under the Soviet Republic.

Paterson, Andrew Melville, M.D.

The anatomy of the peripheral nerves. 11+165 p. il. O N. Y., Oxford Univ. \$4.50

Pershing, John Joseph

General Pershing's story of the American army in France. 36 p. il. O N. Y., Herzig & McLean, 110 W. 40th St. 25 c.

Roman, Frederick William

Nicotine next. 2d ed. 76 p. S c. '18 Evanston, Ill., National W. C. T. U. pap. 15 c.

St. Paul Department of Education

Plans for vocational education in Minnesota; under the provisions of the Federal law known as the Smith-Hughes Act; prepared under the direction of E. M. Phillips. 39 p. O [n. d.] St. Paul, Minn., Dept. of Educ. pap.

Reynolds, Francis Joseph, ed.

Reynold's after-war atlas and gazetteer of the world. 364 p. F c. N. Y.; Reynolds Pub., 416 W. 13th St. \$4.50 n.

Rietz, Henry Lewis, and Crathorne, Arthur Robert

College algebra. Rev. ed. 12+268 p. D [c. '09-'19] N. Y., Holt \$1.60

Rinehart, Mary Roberts [Mrs. Stanley Marshall Rinehart]

Long live the king. 485 p. il D (Copyright fiction) N. Y., Burt 75 c.

St. Paul. Public Library

Business finance; a selected list of books in the library. 6 p. nar. D St. Paul, Minn., St. Paul Pub. Lib. pap.

Savinkov, Boris [Ropshin, pseud.]

The pale horse; tr. from the Russian by Z. Vengerova. 180 p. D N. Y., A. A. Knopf. \$1.50 n.

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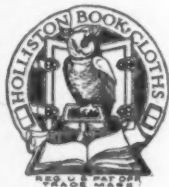
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Perceval, Digest of Theology.
Ann McDonnell, Tourane and Its Story.
Complete Sportsman Guide, Buzzacott.

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Flora of the Southern U. S., A. W. Chapman.
Tahitian-English Dictionary, London Missionary Society.
Warner's Library of World's Liberation, 30 vols., 1917.
The Great Work, T. K.
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Books on the History of Steam Navigation.

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Peters, Haym Salomon.
Edinburgh Review, January, 1912.
Blok, J. P., History of the People of the Netherlands, trans. from Dutch, vol. 4 only.
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Pacific Ports, vol. 1, nos. 1 to 9.
Auk, vol. 28, no. 3, July, 1911.
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